

Date: July 28, 2025

To,
Department of Corporate Services,
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street
Mumbai - 400001
Scrip Code: 543333

To,
Listing Department,
National Stock Exchange of India Limited
Exchange Plaza, Plot No. C/1, G Block
Bandra Kurla Complex, Bandra East,
Mumbai – 400051
Scrip Symbol: CARTRADE

ISIN: INE290S01011

Dear Sir/Madam,

Sub: Investors Update/Presentation on unaudited Financial Results of the Company for the quarter ended June 30, 2025

Pursuant to Regulation 30 (read with Para A of Part A of Schedule III) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the copy of Investor Presentation for the Unaudited Financial Results of the Company for the quarter ended June 30, 2025.

The same is also made available on the website of the Company at <https://www.cartradetech.com/>

The above is for your information and records.

Yours faithfully

For CarTrade Tech Limited

Lalbahadur Pal
Company Secretary and Compliance officer
Mem. No. A40812

Enclosed: a/a

CarTrade Tech Limited

Reg. Off. & Corp. Off.: 12th Floor, Vishwaroop IT Park, Sector 30A, Vashi, Navi Mumbai 400705.

W: cartradetech.com | T: +91 22 6739 8888 | E: investor@cartrade.com | CIN: L74900MH2000PLC126237





Investor Presentation

Q1 FY26 Quarter ended

July 2025



This presentation and the accompanying slides (the “Presentation”), which have been prepared by CarTrade Tech Limited (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy,

The Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third-party statements and projections.

Profit Surges 106% to ₹47 crs delivers Highest ever Revenue at ₹199 crs

- ❑ **CarTrade Tech delivers its best-ever performance — scaling growth, profitability, and platform strength**
 - Highest ever Revenue – ₹199 Cr Revenue | **+27% YoY**
 - Exponential growth in profits – ₹47 Cr PAT | **+106% YoY**
 - 150+ Million Users Crossed – in each of our platforms – CarWale, BikeWale and OLX
- ❑ **Consumer Group Driving Growth**
 - **Q1 vs Q1**: Revenue increased by **32%** (Y-o-Y), resulting in a **79% PAT growth**.
 - Achieved a **29% EBIDTA margin in Q1**, a benchmark for excellence in the industry.
- ❑ **Remarketing Business momentum**
 - **Q1 vs Q1**: Delivered **36% revenue growth** and **258% PAT growth**.
- ❑ **OLX India's Consistent Growth**
 - Olx continues its quarter-on-quarter growth trajectory, with an **71% surge in profits** (Q1 vs Q1).

Highest ever Revenue ₹ 199 crores and PAT at ₹ 47 crores in Q1FY26



#1

- Auto Portal in India⁽¹⁾
- Used Classified Business⁽¹⁾
- Vehicle Auction Platform



~75 Mn MAU⁽²⁾

Across Platforms
~100 Mn+ App Downloads



95%⁽³⁾

Organic Unique Visitors in
Q1 FY26



500+ Physical Locations

Automall, abSure & OLX India outlets



1.4 Mn

FY26 Auction Listings⁽⁴⁾



₹ 1,985 Mn

Revenue Q1 FY26



₹ 728 Mn

Adj EBITDA Q1 FY26



₹ 471 Mn

Profit after tax Q1 FY26



Debt free strong Cash balance

of around ₹ 1024 Crore INR

Note:

1. Based on relative online search popularity on Google Trends when compared to our key competitors over the period from June 2024 to June 2025 for CarWale (CW), BikeWale (BW) & OLX India.
2. Monthly. Average Unique visitor (MAU) that visit our websites or apps, across Carwale, Bikewale and CarTrade ~ 44 Mn MAU and on OLX India ~ 31 Mn MAU for FY 26 Q1.
3. Organic Unique Visitors of Carwale, Bikewale, Cartrade 92% & OLX India 100%.
4. Q1 FY26 annualised auction listing for Remarketing business..

CarTradeTech Group Delivers Record Performance: Profit Surges 106% to 47 Crs in Q1FY26

Amount in Rs lakhs

Particulars	Quarter ended				Year ended
	June 30, 2025	March 31, 2025	June 30, 2024	Y-o-Y	March 31, 2025
Income					
Revenue from operations (A)	17,303.97	16,951.38	14,151.87	22%	64,145.73
Other income	2,546.11	1,994.75	1,518.60	68%	6,987.97
Total Income	19,850.08	18,946.13	15,670.47	27%	71,133.70
Employee cost	7,522.22	7,075.78	7,062.07	7%	28,436.02
Marketing	871.39	850.90	748.97	16%	3,190.98
Other expenses	4,559.77	4,408.17	4,148.36	10%	17,431.83
Total expenses (B)	12,953.38	12,334.85	11,959.40	8%	49,058.83
EBITDA (A) - (B)	4,350.59	4,616.53	2,192.47	98%	15,086.90
EBITDA %	25%	27%	15%		24%
Finance cost	302.48	313.61	254.56	19%	1,152.67
Depreciation and amortization expense	902.96	964.33	1,006.80	-10%	4,086.02
Profit Before Tax	5,691.26	5,333.34	2,449.71	132%	16,836.18
Tax expenses	432.55	333.65	84.53	412%	982.85
Deferred tax adjustment	552.39	388.99	75.32	633%	1,326.76
Profit for the period / year	4,706.32	4,610.70	2,289.86	106%	14,526.57
Adjusted EBITDA	7,282.21	7,124.06	4,314.92	69%	24,137.12
Adjusted EBITDA %	37%	38%	28%		34%

Consumer Group: Revenue +32% | PAT +79% YoY

Amount in Rs lakhs

Particulars	Quarter ended				Year ended
	June 30, 2025	March 31, 2025	June 30, 2024	Y-o-Y	March 31, 2025
Income					
Revenue from operations (A)	6,638.16	6,364.19	5,046.26	32%	23,771.86
Other income	1,250.85	1,183.09	910.97	37%	4,084.11
Total Income	7,889.01	7,547.28	5,957.23	32%	27,855.97
Employee cost	3,104.30	3,073.60	2,994.39	4%	11,956.23
Marketing	792.45	762.75	592.95	34%	2,796.18
Other expenses	798.63	713.93	735.74	9%	2,989.54
Total expenses (B)	4,695.38	4,550.28	4,323.08	9%	17,741.94
EBITDA (A) - (B)	1,942.79	1,813.90	723.17	169%	6,029.92
EBITDA %	29%	29%	14%		25%
Finance cost	18.83	18.47	13.52	39%	72.65
Depreciation and amortization expense	233.36	227.48	249.86	-7%	949.53
Profit Before Tax	2,941.44	2,751.05	1,370.77	115%	9,091.84
Tax expenses	-	-	-		-
Deferred tax adjustment	642.03	606.97	83.23	671%	1,646.10
Profit After Tax	2,299.41	2,144.08	1,287.54	79%	7,445.74
Adjusted EBITDA	3,351.44	3,270.49	1,910.58	75%	11,223.57
Adjusted EBITDA %	42%	43%	32%		40%

Remarketing Business: Revenue +36% | PAT +258% YoY

Amount in Rs lakhs

Particulars	Quarter ended				Year ended
	June 30, 2025	March 31, 2025	June 30, 2024	Y-o-Y	March 31, 2025
Income					
Revenue from operations (A)	5,939.57	5,869.10	4,406.44	35%	21,238.07
Other income	652.85	571.46	452.83	44%	2,151.34
Total Income	6,592.42	6,440.56	4,859.27	36%	23,389.41
Employee cost	2,484.62	2,437.75	2,044.88	22%	9,007.89
Other expenses	2,075.67	2,013.58	1,734.05	20%	7,653.30
Total expenses (B)	4,560.29	4,451.33	3,778.93	21%	16,661.19
EBITDA (A) - (B)	1,379.28	1,417.77	627.51	120%	4,576.88
EBITDA %	23%	24%	14%		22%
Finance cost	272.42	281.12	229.87	19%	1,024.96
Depreciation and amortization expense	566.09	570.49	472.35	20%	2,121.13
Profit Before Tax	1,193.62	1,137.62	378.12	216%	3,582.13
Tax expenses	342.75	332.99	83.91	308%	980.34
Deferred tax adjustment	-89.63	-179.52	31.42		-162.02
Profit After Tax	940.50	984.15	262.79	258%	2,763.81
Adjusted EBITDA	2,035.11	1,994.94	1,086.12	87%	6,751.39
Adjusted EBITDA %	31%	31%	22%		29%

OLX India: Profit Up 71% YoY

Amount in Rs lakhs

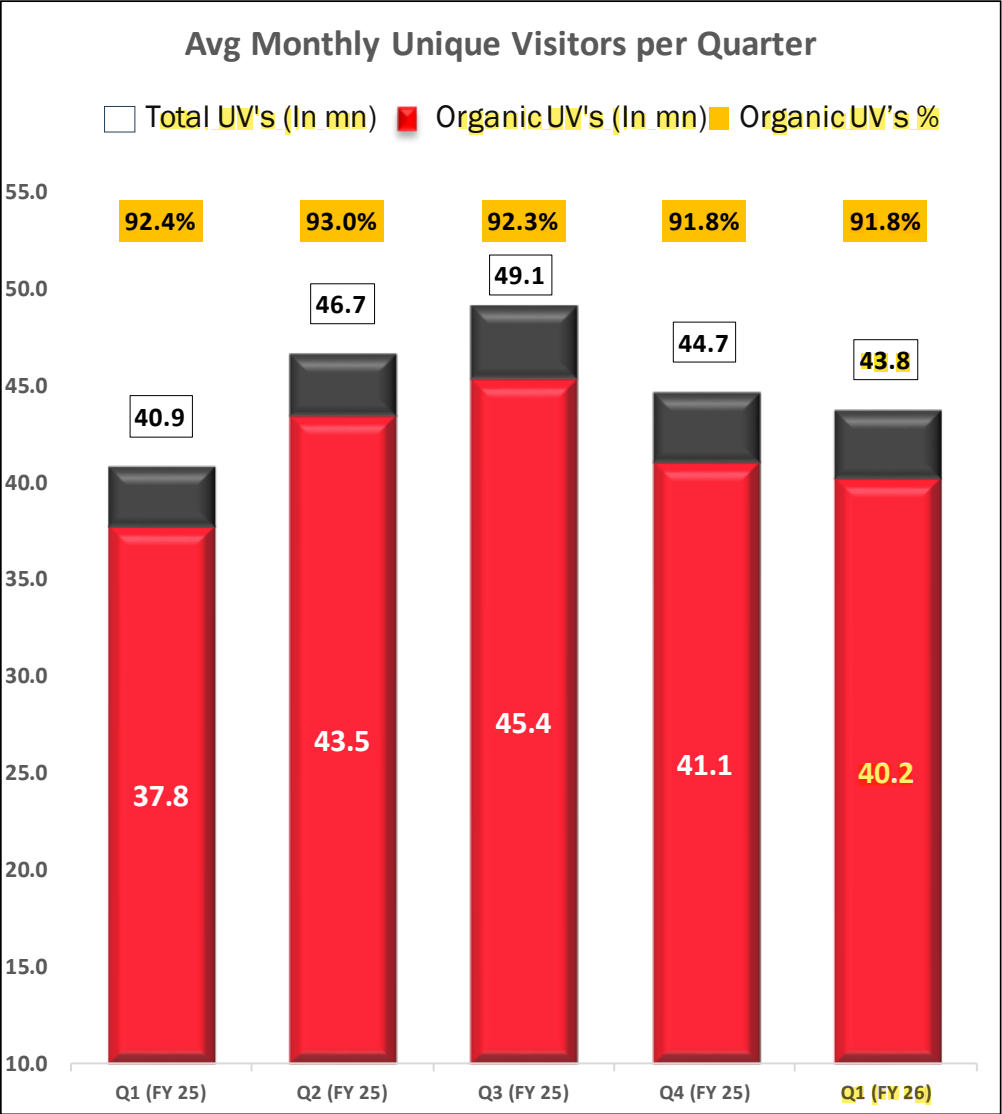
Particulars	Quarter ended				For the Period
	June 30, 2025	March 31, 2025	June 30, 2024	Y-o-Y	March 31, 2025
Income					
Revenue from operations (A)	4,814.33	4,771.01	4,702.22	2%	19,213.06
Other income	640.00	256.84	155.63	311%	818.68
Total Income	5,454.33	5,027.85	4,857.85	12%	20,031.74
Employee cost	1,888.66	1,524.39	1,986.75	-5%	7,318.72
Other expenses	1,896.99	1,880.37	1,875.98	1%	7,538.22
Total expenses (B)	3,785.65	3,404.75	3,862.73	-2%	14,856.93
EBITDA (A) - (B)	1,028.68	1,366.26	839.49	23%	4,356.13
EBITDA %	21%	29%	18%	20%	23%
Finance cost	11.23	14.03	11.18	0%	55.07
Depreciation and amortization expense	103.51	105.45	126.22	-18%	475.86
Profit Before Tax	1,553.94	1,503.61	857.72	81%	4,643.87
Tax expenses	89.16	-	-		-
(Loss) / Profit for the period / year	1,464.78	1,503.61	857.72	71%	4,643.87
Adjusted EBITDA	1,893.41	1,856.68	1,316.75	44%	6,104.35
Adjusted EBITDA %	35%	37%	27%		30%

Segmental Results - Diversified Growth. Profitable Segments. One Platform.

Amount in Rs lakhs

Particulars	Quarter ended				Year Ended
	June 30, 2025	March 31, 2025	June 30, 2024	Y-o-Y	March 31, 2025
Segment Revenue	17,303.97	16,951.38	14,151.87	22%	64,145.73
Consumer	6,638.16	6,364.19	5,046.26	32%	23,771.86
Remarketing	5,939.57	5,869.10	4,406.44	35%	21,238.07
Olx India	4,814.33	4,771.01	4,702.22	2%	19,213.06
Less: Intersegment eliminations	-88.09	-52.92	-3.05		-77.26
Segment Result	4,736.10	5,129.31	2,796.32	69%	17,149.15
Consumer	2,100.56	2,087.42	999.62	110%	7,139.46
Remarketing	1,382.26	1,423.48	633.29	118%	4,600.05
Olx India	1,253.41	1,599.83	1,161.12	8%	5,285.68
Less: Intersegment eliminations	-0.13	18.58	2.29		123.96
Unallocated	955.16	204.03	-346.61		-312.97
Add: Other income	2,546.11	1,994.75	1,518.60	68%	6,987.97
Less: Finance Cost	-302.48	-313.61	-254.56	19%	-1,152.67
Less: Depreciation and Amortisation expenses	-902.96	-964.33	-1,006.80	-10%	-4,086.02
Less: Share based expenses	-385.51	-512.78	-603.85	-36%	-2,062.25
Profit before Tax	5,691.26	5,333.34	2,449.71	132%	16,836.18
Tax	-984.94	-722.64	-159.85	516%	-2,309.61
Profit for the period / year	4,706.32	4,610.70	2,289.86	106%	14,526.57

Avg Monthly Unique Visitors grows by 7% to 43.8 Mn; 92% Organic



Key Advantages of having a large Organic Customer Base



Our platforms are built to connect potential buyers with dealers, OEMs and other partners which are monetized by running marketing campaigns from OEMs, dealers, banks, insurance companies and other financial institutions.



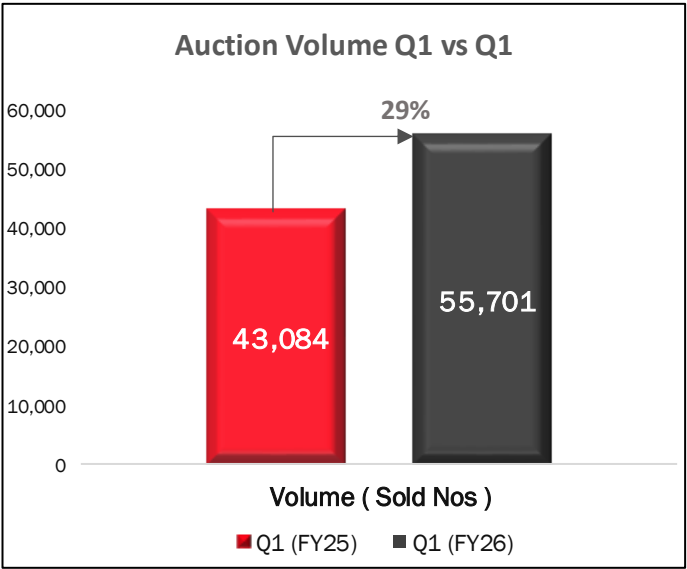
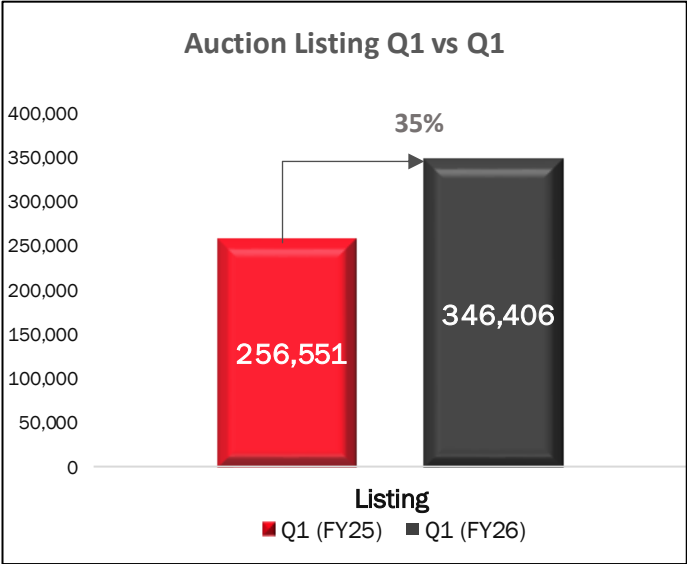
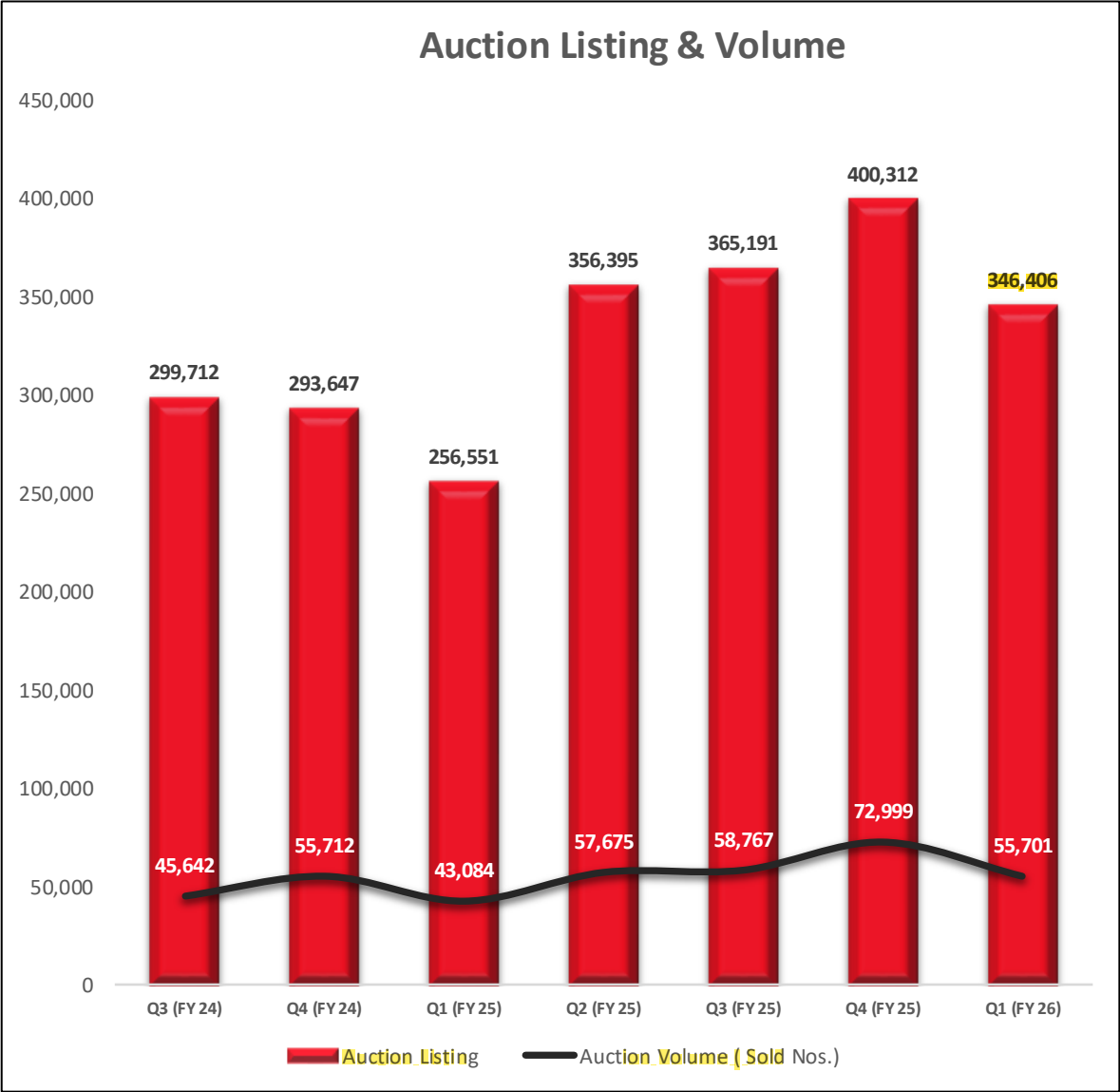
This large customer base and resultant exposure gives OEMs and dealers the perfect platform to effectively leverage their marketing spends and enhance sales



Having a large organic customer base not only strengthens the brand equity, but also helps in lowering the Customer Acquisition Costs

Note: - We define a monthly unique visitor as an individual who has visited our websites or apps within a calendar month, based on data as measured by Google Analytics and Firebase. If an individual accesses more than one of our websites and apps within a given month, the first access to each website or app by each such individual is counted as a unique visitor. Percentage of Organic Unique Visitors = Ratio of monthly average of organic unique visitors and total monthly average unique visitors. If a visitor has visited through organic and paid sources, then such visitor gets counted under the source of first visit. We define organic monthly unique visitors as an individual who has visited our websites within a calendar month from sources other than paid sources. Average Monthly Unique visitor) that visit our websites or apps, across Carwale, Bikewale and CarTrade ~ 43.8 Mn; 92% organic.

Remarketing Auction Listings & Volumes*



*Vehicle auction listing



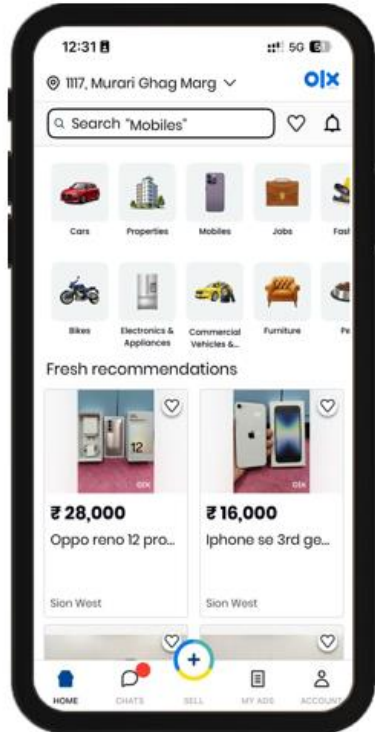
OLX INDIA

Product Strategy 2025



Vision

To be the world's largest used products marketplace with a product-led, customer-first approach, making transactions simple and seamless through Trust, Technology and Innovation



Scale & Access: Seamlessly reach millions across India through secure, intuitive technology.



Trust & Ease: Build confidence with user verification, protection, and AI personalization.

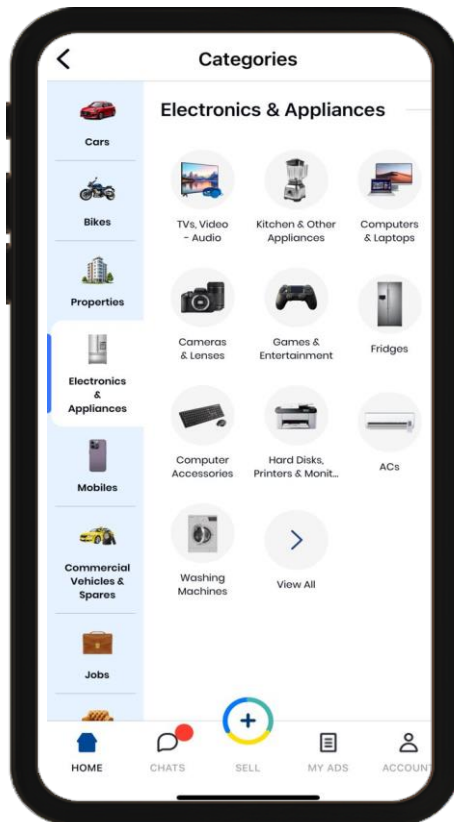


Empowering Transactions: India's most trusted platform for easy, secure used goods transactions—vehicles, real estate, mobile phones, electronics and more.

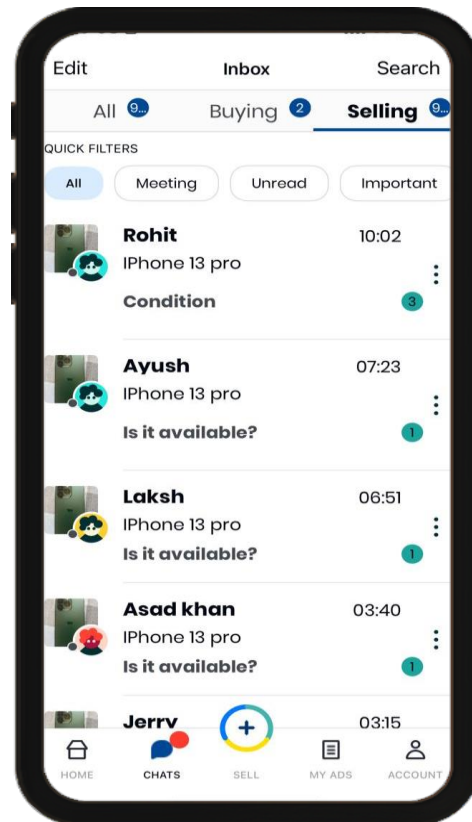
India's Leading Used Product Marketplace

Enabling B2C, C2B and C2C transactions of used products & services.

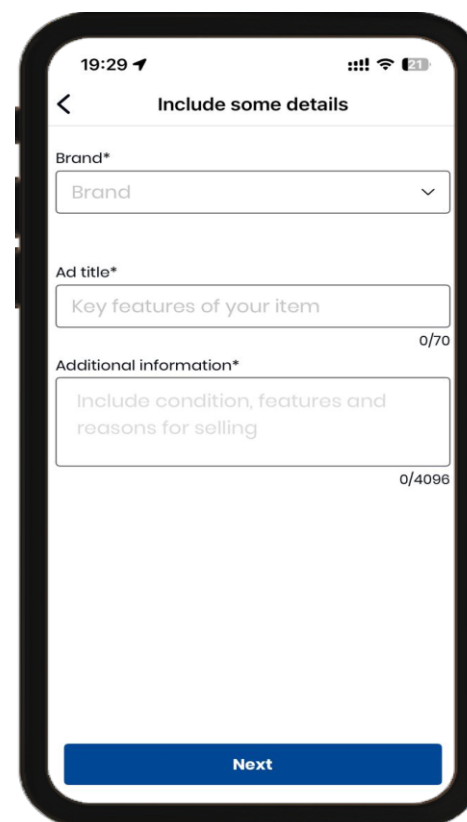
1. Wide Category Coverage



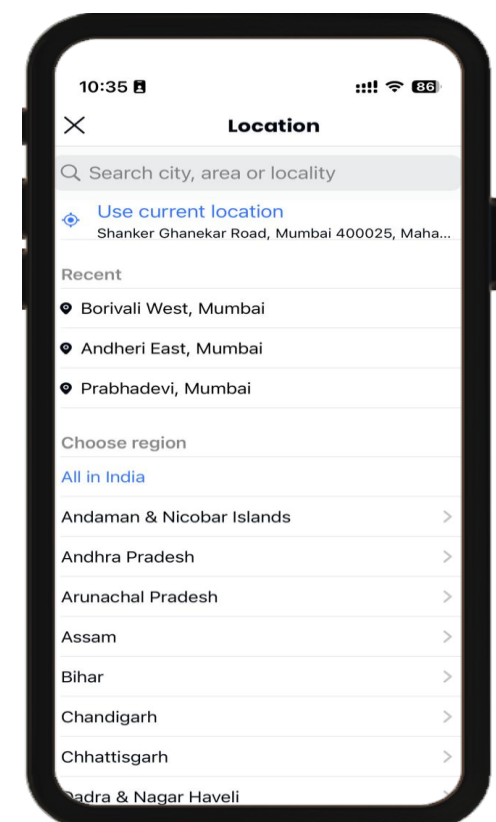
2. Large Number of Buyers



3. Simple Listing Flow



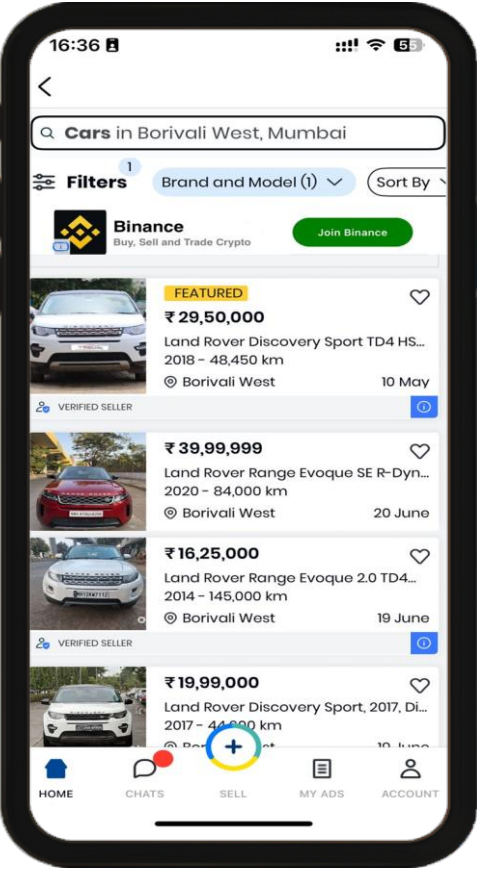
4. Hyper-local Reach



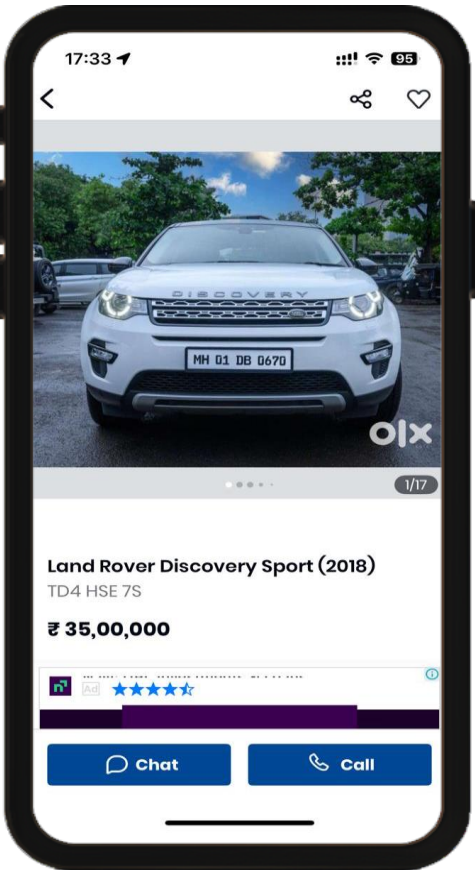
Connecting Buyers & Sellers

Buyers and sellers can connect via Chat or Calls or Make an offer

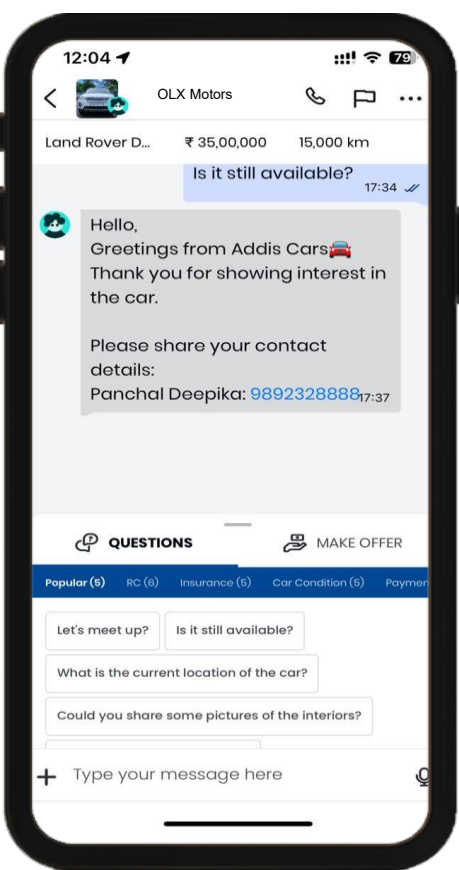
Wide
Selection



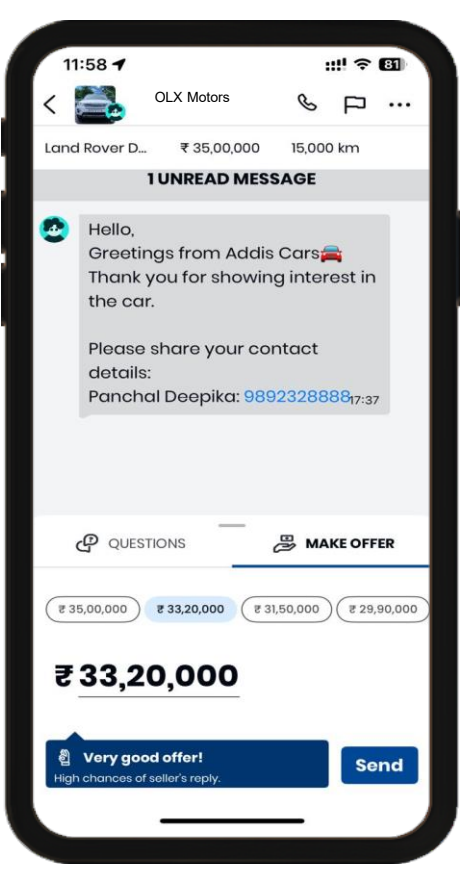
Discover
Detail



Smart
Connect



Make an offer



OLX INDIA at a Glance



#1
Used Product Marketplace



+180 Mn
Yearly Unique Visitors



100%
Organic Traffic



~26Mn Products listed
~6Mn Buyers per month



~\$3bn+
GMV of Used products
sold



> 1 Mn
Business Users



470+ Employees



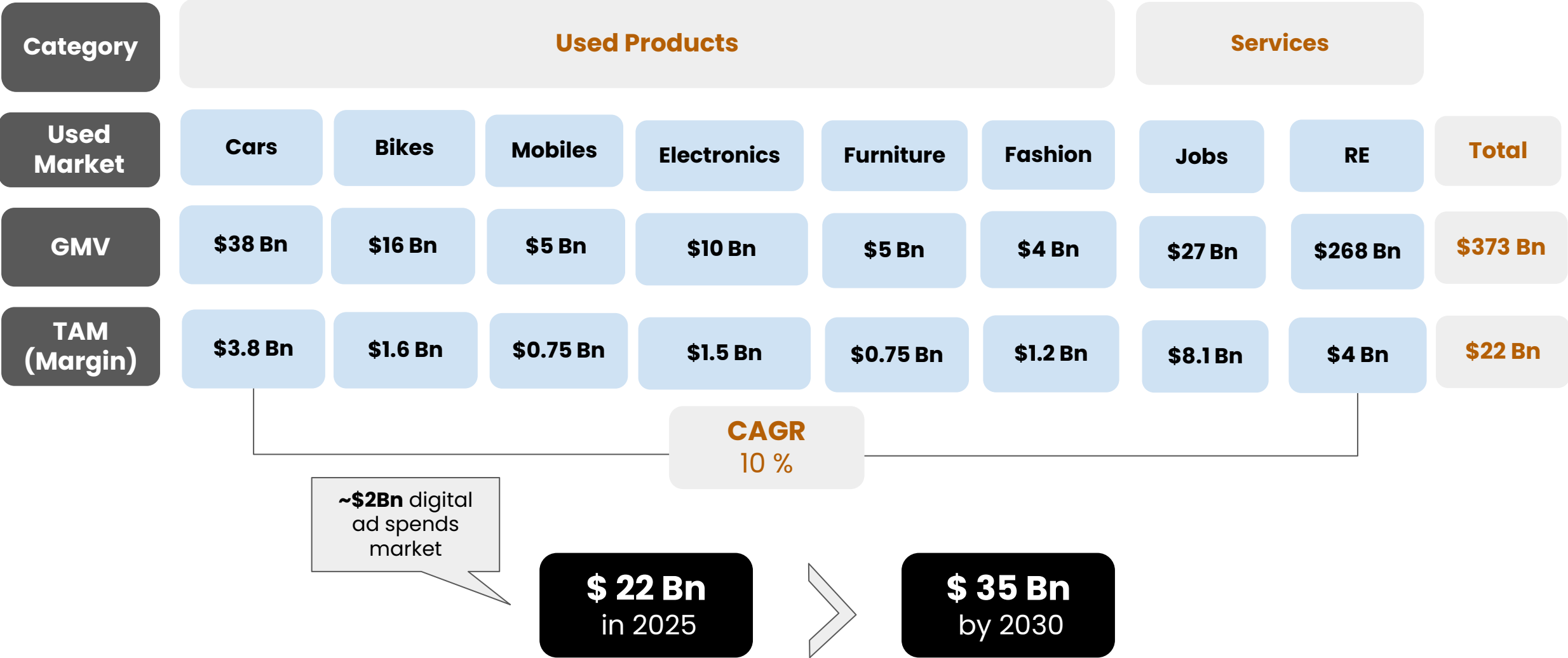
2000 Mn
Revenue
460 Mn
Profit after tax (PAT)



29 % EBITDA

**All the numbers are for the year ended 31 March 2025.*

Total Addressable Market – Recommerce GMV and Margin Pool



OLX Market Share -37% on Used products

Category	Used Products						
Used Market	Cars	Bikes	Electronics	Furniture	Fashion	Mobiles	Total
GMV	\$38 Bn	\$16 Bn	\$10 Bn	\$5 Bn	\$4 Bn	\$5 Bn	\$78 Bn
GMV of Listings on OLX	\$24 Bn	\$2.4 Bn	\$0.7 Bn	\$0.3 Bn	\$0.03 Bn	\$1.3 Bn	\$29Bn
Market Share	63%	15%	7%	6%	1%	25%	37%

~\$3bn worth used products sold on OLX

Driving Buyer Engagement & Trust

Smarter Buying on OLX

- Search 2.0

AI enabled search, smart recommendations, intent driven results to simplify decision making.

- Building trust & quality

Introduction of verified users, money-back guarantee, and other trust signals to boost conversions and buyer confidence.

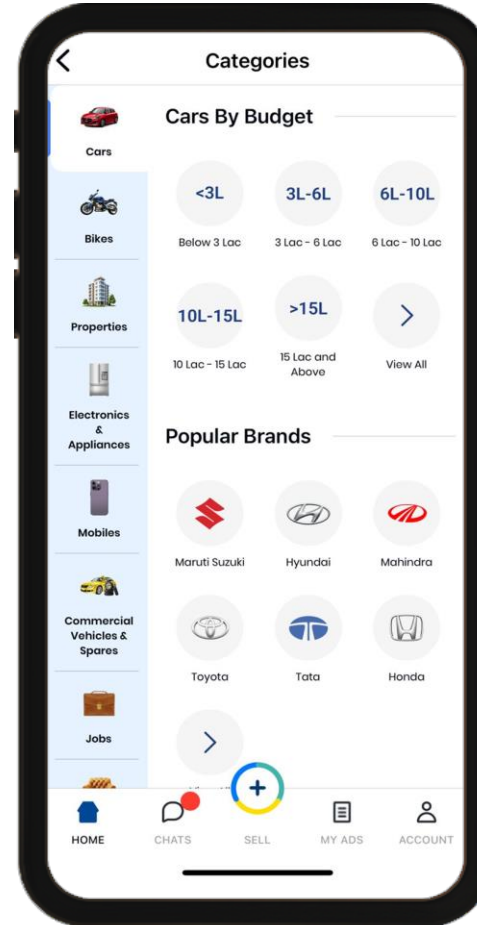
- Personalisation

Related ads and similar listings tailored to user interest

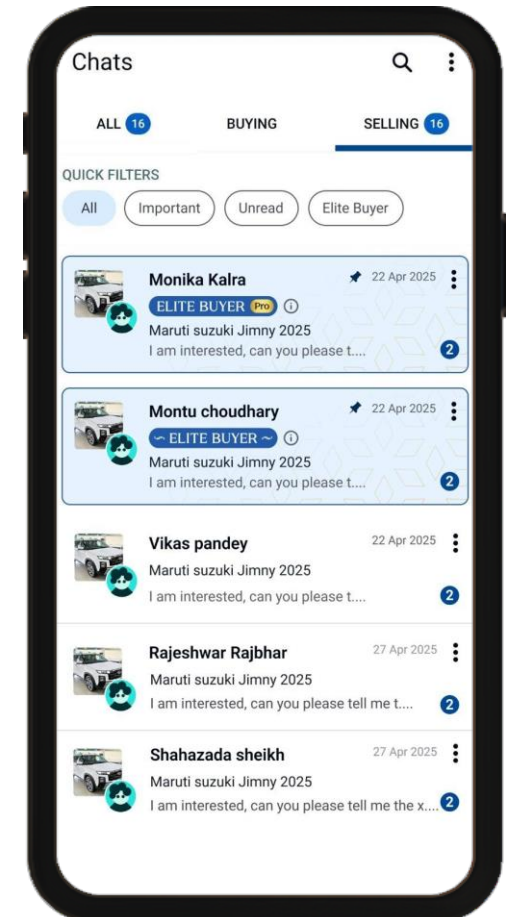
- New programs

Introduction of the Elite User program to drive high-intent activity

Largest Selection



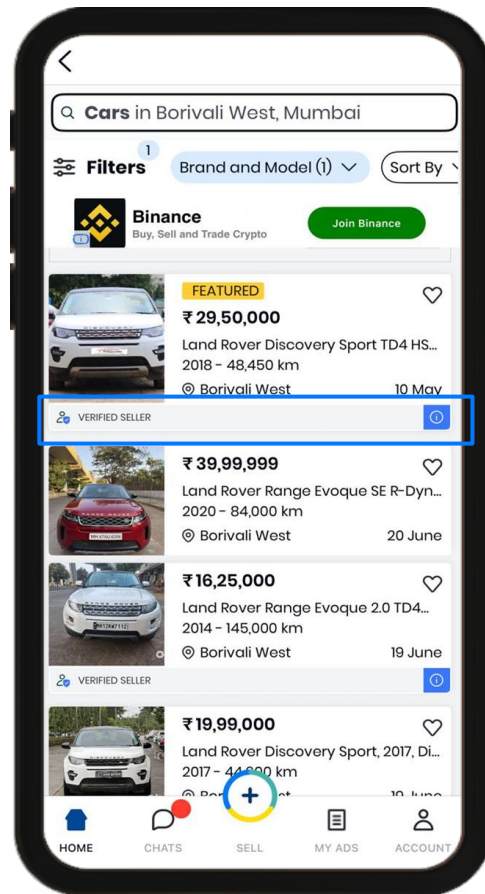
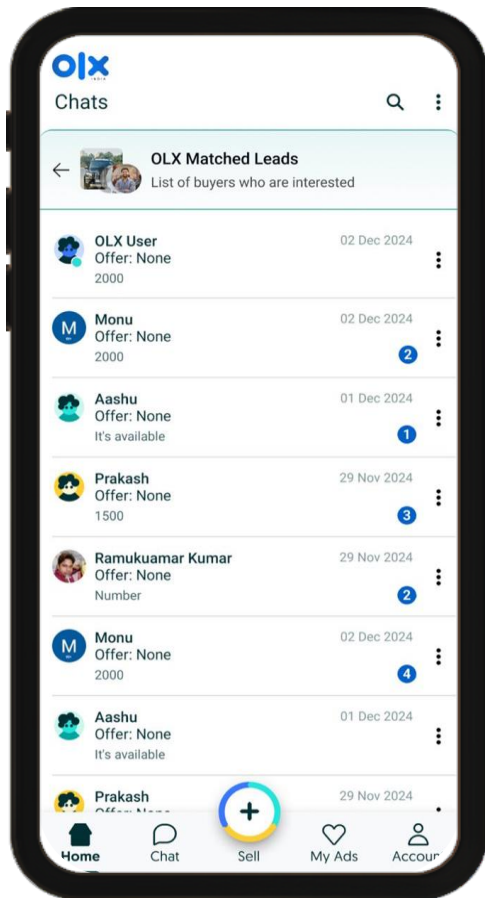
Elite Buyer



Enhancing the Seller Experience

New Seller Programs

Trust & Verification



Simplifying Selling on OLX

– Smart Listings

Image / click based flows, simplified forms, VAS integrations

– Trust & Quality Enablers

Verified sellers, certified products to boost buyer confidence

– New Seller Programs

Elite user, instant sale, strategic partnerships to drive high quality supply

– Dashboard and Analytics

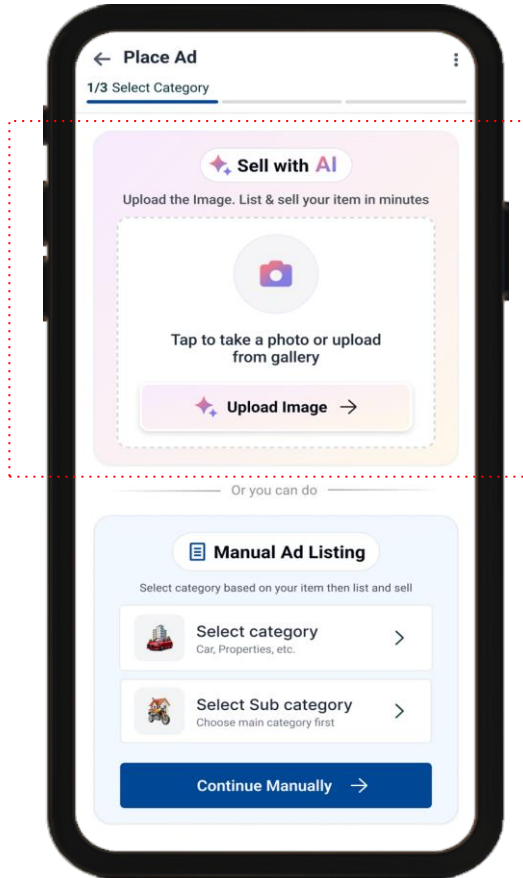
Hub for lead, inventory & performance management with actionable insights

– Boosting Responses

Improved inventory discovery to increase engagement

OLX Intelligence (AI)

AI- enabled Listing Tech



Building the Future of Marketplaces

- Listing Tech

Image recognition, pricing intelligence, digital inspection

- Chatbot: Conversational AI

End to end assistance for search, personalisation, listing, communication and transactions

- Buy Online

Integrated purchase experience with financing, delivery and return options – powering instant sale

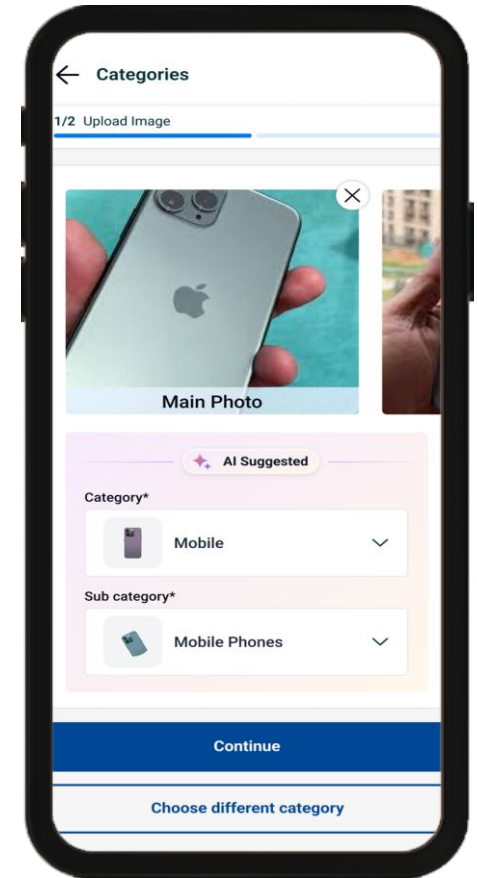
- Value Added Services

Embedded shipping, logistics, payment infrastructure to enable seamless transactions

- Trust Infrastructure

Trust layer with verified users, authentic products, and secure transactions to boost confidence and conversions.

Smart Suggestions



Thank You



CarTrade Tech Limited
CIN: L74900MH2000PLC126237

Mr. Lalbahadur Pal
Company Secretary & Compliance Officer
Email id: investor@cartrade.com



MUFG Intime India Private Limited
CIN: U67190MH1999PTC118368

Mr. Viral Sanklecha | Ms. Nidhi Vijaywargia
+91 9987123158 | +91 9923450804
viral.sanklecha@in.mpms.mufg.com
|nidhi.vijaywargia@in.mpms.mufg.com

Meeting Request

